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# Making High-Priced Land More Valuable By Protecting Your Home and Live Stock with a Gilbertson's Ever- green Windbreak

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By GILBERTSON

The **KROP  
RANK**

Mason City, Iowa

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Save One-third on Your Feed Bill

# Suggestions to Customers

Our highest aim is to make the highest quality the first consideration; next, to put our prices as low as our **GUARANTEED EVERGREENS**, grown under a scientific process of transplanting and root-pruning, can be sold for.

**Order Early.** The best time to order is just as soon as you receive this chapter on **EVERGREEN WINDBREAKS**, as we can always give your orders more of our personal attention if they come in before the rush of spring trade. Please use the order sheet which you find enclosed, as it makes it more convenient for us in booking the orders. If you will use it as it is intended, it will greatly facilitate the execution of your order. Remember, orders are booked in strict rotation as they reach our office. First come, first served.

**Terms.** You will find terms fully explained on the price-list, which you will find attached to the order blank. Kindly read the same very carefully before sending in your order.

**Packing.** We exercise the greatest of care to properly pack our evergreens. We have specially-prepared crates built for this purpose, to carry either fifty or one hundred trees. The roots are packed with enough dampened Wisconsin moss, which is protected by a specially-prepared waterproof composition, to keep the roots in a moist state of condition, even should they be in transit two weeks.

**Shipping.** There are four express companies and eight railroad lines entering Mason City, so that quick shipment can be made to any town in the United States.

**Freight Charges** will be paid by us on all orders amounting to fifty trees or more, if conditions under the different plans are fully carried out.

**Prepay Stations.** If your station is a prepay station, kindly make a notation of it when sending in your order, as we can then book your order accordingly and save a whole lot of unnecessary delay at time of shipping.

**Our Responsibility.** As this book will probably go into the hands of some who are not acquainted with us, the question of responsibility will naturally arise, and in answer to the same, we refer you to any bank in this city, to the postmaster, or to any of the express companies.

**What We Guarantee.** That all money will reach us if sent by registered letter, postoffice or express money order, or bank draft, made payable to our order; that your order will be filled promptly. That your evergreen order may reach you, keep a copy of your order. We further guarantee our evergreens as mentioned under the plans under which they are sold, which we live up to in every respect.

**Don't fail to sign your name.** Many letters are sent without signatures or postoffice address.

**Be sure that you answer correctly the twelve questions on the back of order sheet.**

**Send your correspondence on separate sheet, and not on order blank.**

# Another Chapter on Gilbertson's Guaranteed Evergreens

## A Third of a Century in the Evergreen Business



WE MAKE evergreen-growing for windbreaks our specialty, and have made a record in the evergreen windbreak business of which we are justly proud. It has been our aim to produce an evergreen with a fibrous root system sufficient to enable even the most inexperienced planter to transplant it into the windbreak row with absolute safety.

In order to accomplish this, we have found it necessary to produce an evergreen with sufficient vitality to withstand the most severe conditions, which are sometimes unavoidable during transit, when our evergreens are shipped from our farms to the planter. How well we have succeeded in our efforts is demonstrated by the large number of excellent growing evergreen windbreaks that we can today point to in the territory in which we have been operating for nearly a third of a century.

It goes without saying in this locality that Gilbertson's Guaranteed Evergreens have been instrumental in actually increasing the value of farm lands from \$5.00 to \$10.00 per acre by the large number of fine evergreen windbreaks that we have to our credit. The secret of our success is "Gilbertson's special process of evergreen growing." There is no other evergreen nursery in the United States growing evergreens by the process that we use. Our process is original with us, and that is why you always find Gilbertson's Guaranteed Evergreen Windbreaks making good wherever planted.

Our process is the hard work of scientifically transplanting and root-pruning to produce a well-developed fibrous root system. In fact, it has been our experience a large number of times to set out evergreens in exactly the same ground and under the same conditions under which evergreens from nurseries made a complete failure—some times as many as two or three times—and our evergreens under these same conditions have never failed to make a record of from 95 to 100 per cent live trees.

We long ago realized the great need of evergreens for wind protection throughout this country, and especially the great Northwest. We long ago realized the fact that the average farmer has been in too much haste in selecting his trees which he set out for a wind break, having selected a rapid-growing rather than a permanent tree.

We made the assertion a number of years ago that the time was coming in the very near future when the evergreen question confronting the Northwestern farmers would in a few years become second to none in importance. If you have been observing conditions at all, we believe that you will bear us out in this particular statement that there is no other issue that the Northwestern farmer is more interested in today than the establishment of a good, permanent windbreak for protection from the raw winds and severe blizzards.

We have been able in our long years of experience, of careful scientific research and experimenting in the growing and developing of evergreens on our farms, to overcome the one great obstacle in the successful trans-

planting of evergreens from our farm into the windbreak row without the trees losing their vitality or becoming stunted. When we tell you that we have absolutely overcome this difficulty, and stand ready to back up this statement by offering you our hardy GUARANTEED EVERGREENS on an absolute "make-good" plan, you must admit that we have accomplished the very thing that puzzled the best of nurserymen for ages.

We want you always to bear in mind while reading this chapter that GILBERTSON'S GUARANTEED EVERGREENS are guaranteed to grow for you in your windbreak row. This distinguishes our evergreens from all others. In growing evergreens, like everything else, the man who specializes and gives his entire time to improve and perfect them is the man who succeeds. Our motto has always been, "Do one thing, and do it well." This tells the story of why our evergreens are different from all others—why they grow where all others fail. We want to give all the farmers of the Northwest, who are interested in the starting of an evergreen windbreak, the benefit of our years of specializing in order to produce an evergreen that we can absolutely guarantee to grow. We will further on in this booklet recommend the variety of evergreens that, from past experience, we have found to be the most successful in your immediate vicinity.

**WE WANT TO CONVINCE YOU THAT GILBERTSON'S GUARANTEED EVERGREENS ARE DIFFERENT FROM ALL OTHERS AND THE MOST ECONOMICAL EVERGREEN FOR YOU TO PLANT.**

We firmly believe that the time is right here when the prospective buyers of your farm will be more interested in the kind and quality of windbreak you have growing on your farm than they will be in the kind and value of the buildings you have. You know yourself that you would not buy a farm without a good evergreen windbreak. It is considered one of the necessary improvements on a farm today.

We are selling evergreen windbreaks—that is our business—so it is natural that we are enthusiastic over the proposition, but we simply ask you to just look at this from a business point of view. The matter of planting a good evergreen windbreak, especially when you have the opportunity to know exactly what you are buying, with the opportunity of seeing the evergreens before you pay for them, is nothing more than a straight business proposition.

### Make Your Windbreak a Profitable Investment

Your home, your feed yards—and even your garden—can be made more profitable, and from ten days to two weeks earlier by planting one of GILBERTSON'S GUARANTEED EVERGREEN WINDBREAKS. It is a comparatively simple matter to make improvements on a farm in the way of house and farm buildings, but it takes some time to grow a good EVERGREEN WINDBREAK, even under the most favorable conditions. That is why we want to impress upon your mind right here, to take advantage of our liberal offer,



Picture showing only a small block of our once-transplanted and once-root-pruned evergreens

and send your order for a quantity of GILBERTSON'S GUARANTEED EVERGREENS. You no doubt will have a good evergreen windbreak on your farm sooner or later. Why not start right now? Remember that you take no chances under our liberal guarantee plan, which we fully explain to you and make plain on the separate sheet that you will find enclosed in this booklet. Remember, we are the only concern that makes a specialty of growing evergreens under a scientific process of transplanting and root-pruning in this great Northwest. This is the reason that we dare stand back of our EVERGREENS in the manner that we do.

We cannot understand how some of you prosperous farmers figure. In fact, we are inclined to believe that you do not figure on this proposition at all. You do not look at this matter as a business proposition. You undoubtedly have spent thousands of dollars in building up modern homes for the comfort of yourself and family, but, only for the sake of the slight expense involved, you deprive yourself of one of the most useful things which goes to make up the comfort of your home—a GOOD EVERGREEN WINDBREAK—to say nothing of the hundreds of dollars that you would save annually in the way of feed for your stock and fuel for your home.

"Yes," some of you will say, "we have spent large sums of money in trying to start an evergreen windbreak. The failures that we have had heretofore have almost discouraged us." We know that you are telling the facts, as this has been the experience that the farmers of this locality have had with their evergreen windbreaks before GILBERTSON'S GUARANTEED EVERGREENS were put on the market. In fact, there have been enough evergreens sold in all parts of the Northwest by nursery salesmen (before we entered the evergreen windbreak growing business) that, had even a small percentage of these trees made good, a large percentage of the farmers would today be protected by evergreen windbreaks. But, was this the fact when we went into the evergreen windbreak business? No. You will not find a single really successful windbreak on one farm in one hundred in the great Northwest today.

Now please do not let this "I have tried to grow an evergreen windbreak and made a total failure of it

several times" put you off from placing an order for some of our GUARANTEED EVERGREENS. You will admit that this world is a progressive one. There are new inventions coming into use every day; and when it comes to the evergreen windbreak proposition, we want to impress upon you that we have solved the problem for all time to come, and offer you, as evidence of this fact, the very liberal contract under which our evergreens are sold.

Furthermore, we wish to call your attention to what our farmer friends have to say in regard to the success that they have had with GILBERTSON'S GUARANTEED EVERGREENS. These letters will appear on the following pages of this booklet.

### Make Your Old Grove Profitable—Not a Loss

Here is another way to make a big profit out of the grove you now have on your farm. Let us show you how you can actually make money in dollars and cents by planting one of our GUARANTEED EVERGREEN WINDBREAKS. If you have a grove of cottonwood, willows, maples, or any other deciduous trees, on your farm, you have perhaps found from experience long ago that this was planted too near your farm buildings. Why not order one of our GUARANTEED EVERGREEN WINDBREAKS and plant the same in the open field outside of your old grove? We could point out to you hundreds of instances where just this very thing has been done; and the price of lumber today is so high that every large grove of deciduous trees is worth, actually, dollars and cents to a man who owns one. In fact, it is worth more to him in lumber, or material to use about the farm, than it is in the grove, because you can fill its space to better advantage, and actually have money to spare, by replacing your old grove with one of our GUARANTEED EVERGREEN WINDBREAKS, besides getting your windbreak the proper distance from your farm buildings.

### Why You Need an Evergreen Windbreak on Your Farm

You cannot stop the wind from blowing or the snow from falling, but you certainly can stop it from drifting in large heaps in your feed yards, making it impossible for your stock to be out in the yards to exercise and feed, and keep the snow-drifts away from your farm buildings, by planting one of our GUARANTEED EVERGREEN WINDBREAKS.

There is practically no place between the Missouri state line and the Canadian border, nor from the Atlantic to the Rocky Mountains, but where an evergreen windbreak would be of great benefit in the way of protection, not mentioning a word about the improvement and beauty it adds to the farmstead. In this great Northwest, where the winters are extremely severe at times, you



cannot possibly afford to be without the protection for your home and stock which can be derived from one of GILBERTSON'S GUARANTEED EVERGREEN WINDBREAKS.

You have, without a doubt, driven along the road in the winter during a storm, and well remember how you felt the wind and sleet when it struck you full force from a straight sweep across the prairie. You have also noticed the great climatic change that occurred when you drove behind a windbreak along the road. Your horses felt the same about it as you did. They feel exactly the same about an evergreen windbreak around your feed yards. They want all the protection you can give them, and we believe that they are certainly entitled to it. It goes without saying that a good evergreen windbreak will give absolute protection to home and live stock. It means many degrees difference in temperature. It makes living on a farmstead worth while.

### Save One-third On Your Feed Bill

You would get enough better results out of your stock during a severe winter to much more than pay for one of GILBERTSON'S GUARANTEED EVERGREEN WINDBREAKS. Last winter one of our farmer friends made us a special visit, as well as placed another order with us for another windbreak, to be planted on one of his other farms. This man was Robert Hamilton, of Germania, Iowa, who feeds several thousand head of stock every winter. He informs us that he has taken special note, and, to his great surprise, has experienced that it requires one-third less feed to feed stock that is protected by one of our GUARANTEED EVERGREEN WINDBREAKS than to feed stock that was practically not protected at all or was fed out on the open field. This man has made live-stock feeding his specialty for a number of years, and he stated that he will continue to buy GILBERTSON'S GUARANTEED EVERGREENS until he has one on every one of his farms, as it did not only save in the way of feed, but it greatly enhanced the value of his farm.

Furthermore, we wish to call your attention to the United States weather bureau, which claims that trees draw moisture and help hold it; therefore, you can see that if a large number of farmers would plant evergreen windbreaks that it would have a tendency to help change the climatic conditions. Then the advantage of an evergreen windbreak as a protection to your garden and orchard is beyond question, as you can, without any question whatever, **move your home 300 miles further south, climatically, by planting one of GILBERTSON'S GUARANTEED EVERGREEN WINDBREAKS.**



This view shows one of our fields of twice-transplanted and twice-root-pruned evergreens

### How Long Does It Take to Grow an Evergreen Windbreak?

It does not take a lifetime to grow one of our evergreen windbreaks. So many people labor under the impression that it does, and are prevented from buying an evergreen windbreak today, from the fact that they imagine it takes a lifetime to really derive any benefit from an evergreen windbreak.

Right here we wish to call your attention to a number of testimonials which appear a little later in this book. These testimonials should mean more than ordinary talk to you, as some of them are backed up by actual photographs in this book, taken of our customers' windbreaks, and if you will read their testimonials carefully you can easily figure for yourself the exact length of time that these windbreaks have been planted on our customers' farms. **What these customers of ours have done, you can do.**

You will see from the letters that they have written us that in some instances our evergreens have made a growth of from two and one-half to three feet in one single season after the first year, and, in many cases, we can show you where they have made a growth of from one to one and one-half feet the first summer after being planted in the windbreak row, when conditions were more favorable than they were the past two seasons. Can you find an evergreen outside of GILBERTSON'S GUARANTEED EVERGREENS that will anywhere equal such remarkable records? Therefore, you can readily see that you can derive benefit from an evergreen windbreak in a very short time, if conditions are at all favorable and you cultivate and take care of your windbreak as per our very simple instructions, which will be received with every order of evergreens placed with us.

### Where and How to Plant Your Evergreens

We are very often asked these questions by our customers when they send in their orders for one of our evergreen windbreaks, so we know it to be of enough importance to answer these questions briefly in this booklet. It is a matter of fact that nearly every farmer,



A view showing a field of our hardy White Spruce, three times transplanted and three times root-pruned

in setting his first windbreak, almost invariably plants the trees too near his buildings; consequently, it is well to take several things into consideration when making your plans for your new windbreak.

First, that snow driven by the hard winds will not all stop within the windbreak, but will be driven through, and will lodge in large drifts on the inside of the windbreak. In this case you will readily see that it is well to have your windbreak located far enough from your farm buildings and feed yards to make an allowance for these drifts.

Second, the right kind of windbreak is not to waste a lot of land that is absolutely unnecessary. Too many farmers lose sight of the fact that a good windbreak actually makes the ground which is enclosed by it more valuable. For instance, a large number of our customers that we have sold evergreen windbreaks to, especially if they intend to feed a large amount of stock, will enclose about a ten-acre lot with their windbreak, as they can readily figure that the land which the windbreak encloses becomes more valuable by being enclosed by this windbreak for any purpose that you may care to use it. It will make an early vegetable garden, as well as wonderfully improve the fruiting possibilities of your orchard. It will give you from ten days' to two weeks' earlier pasture in the spring. It will also give you plenty of room for a feed yard. By all means, every farmer's feed yard should be protected by a good evergreen windbreak.

We have brought this point up before in our little booklet, not only as to its being a protection to your live-stock, but also as to the amount of feed that it will save for you, and this indeed is quite an item these past few years, when the price of feed has been almost prohibitive.

We also wish to state right here to the farmer who is contemplating setting out an evergreen windbreak, who has already some trees in the way of cottonwoods or some other deciduous trees, do not attempt to plant our GUARANTEED EVERGREENS among other trees, as we will absolutely not guarantee evergreens where planted under such unfavorable conditions.

Understand, the trees may live, but they will never make a first-class windbreak under such conditions.

Now, you have no doubt found out long ago that your first grove was planted too close to your farm buildings; consequently, do not make the mistake again. Go out in the cultivated open field—if possible, beyond your other grove—and plant your evergreen windbreak. This will allow you to give your evergreens a good, thorough cultivation for at least three or four growing seasons, which we so highly recommend in our instructions for planting. It will also allow you to let your old grove stand until

your evergreens have thoroughly established themselves in the way of growth, and give you ample protection.

We would especially recommend to the farmers who are building up new homes or setting out their first windbreaks, to be positively sure that they get their windbreaks far enough from their farm buildings—that is, that they enclose enough ground that their yards will not be crowded in the least. If, however, they desire any special instructions along these lines, we would ask that they draw a diagram of their farm, and send it to us, as it will greatly assist us.

In setting out an evergreen windbreak in the manner that we will recommend a little further on, it may seem to the planter that the evergreens are very small, and that they will never fill the space outlined by us. It will, however, be only a few years until they will be trees of enormous size, with an abundance of foliage, giving you protection from all kinds of weather, regardless of the season.

### The Proper Distance to Plant Evergreens in Your Windbreak Row

We find through many years of experience that evergreens, set quite close in the row and given plenty of room between the rows, will give you far better results than if the trees were scattered about in too many rows. We would, however, advise setting such trees as the White Pine ten feet apart in the row, and the rows should be twenty to twenty-four feet apart. Such trees as the Norway or White Spruce should be set about eight feet apart in the rows, and the rows about twenty feet apart.

A large number of farmers, especially stockmen in this section who have bought evergreen windbreaks from us, have followed our advice and enclosed about a ten-acre plot for their feed yards and home. This, of course, would require forty rods of windbreak on the north side, and forty rods on the west side, to make an enclosure of the ten acres. A number of farmers who took this advice in this respect a number of years ago will acknowledge today that their yards and feed yards are none too large. However, this is merely a suggestion.



# GILBERTSON'S GUARANTEED EVERGREENS -

## The Evergreen We Recommend For You—White Spruce



MY personal choice of all evergreens that I have ever experimented with, or have grown, I would name the White Spruce and the White Pine. The single specimen shown further on in this book shows the compactness and perfect cone shape; also, the perfect formation of the limbs of this grand tree—the White Spruce.

This tree is found more or less throughout the northern part of the United States, from Maine to Minnesota, and in Canada. In its native state it is usually found in rough, rocky, hilly and mountainous localities. It thrives in localities where snow is on the ground for nine months in the year. It attains a height of from twenty to one hundred feet. The wood is beautifully clear and white, and is extensively used for interior finishing. The best and clearest quality of White Spruce I can compare only with satinwood. Too much can not be said about the White Spruce as an ornamental and windbreak tree.

As an ornamental tree it has no equal but the blue spruce, and for a windbreak tree, but the White Pine. Its compact growth, beautiful foliage and pleasing outline, combined with its durability, in my mind makes the White Spruce stand in a class by itself as an all-round tree.

This tree passed through the trying seasons of 1898 and 1899, on our grounds and in our customers' windbreak rows, in excellent condition, and has proven exceedingly successful with us, as well as with all of our customers, and it adapts itself to almost any kind of cultivated soil that will produce an average crop of corn or potatoes.

It retains its form well with age, and is far superior in this respect to the Norway spruce; in fact, it is the longest-lived tree in the Conifer family. The heavy foliage, which is borne on well-developed branches, from the ground up, gives the tree an unusual value for windbreak purposes. Our hardy transplanted White Spruce within a few years forms a solid mass of green foliage, almost impenetrable by the most severe blizzards.

The White Spruce easily stands at the head of the spruce family as a drouth-resisting tree. In fact, this is a strong feature of the White Spruce. It has proven itself, in this connection, successful in the summer of 1910, which was the dryest season we have experienced for thirty-six years, and, in a great many cases, our customers report not a single White Spruce lost. One customer in particular writes us that he planted some Carolina poplars, and also some of our three-times-transplanted and three-times-root-pruned White Spruce, in the spring of 1910, and, to his surprise, he lost about one-half of the poplars, and only one out of one hundred White Spruce.

If you plant a windbreak of my transplanted and root-pruned White Spruce you will never regret it.

### White Spruce Do Well In North Dakota

Oakes, N. D., October 20, 1911.  
A. O. Gilbertson,  
Mason City, Ia.

Dear Sir:—The one hundred White Spruce are doing very good. Most all of them are alive. I think that's very good for the dry weather we had.

Yours respectfully,  
I. HOUL.

### Mr. Reed Appreciates Good Trees and Fair Treatment

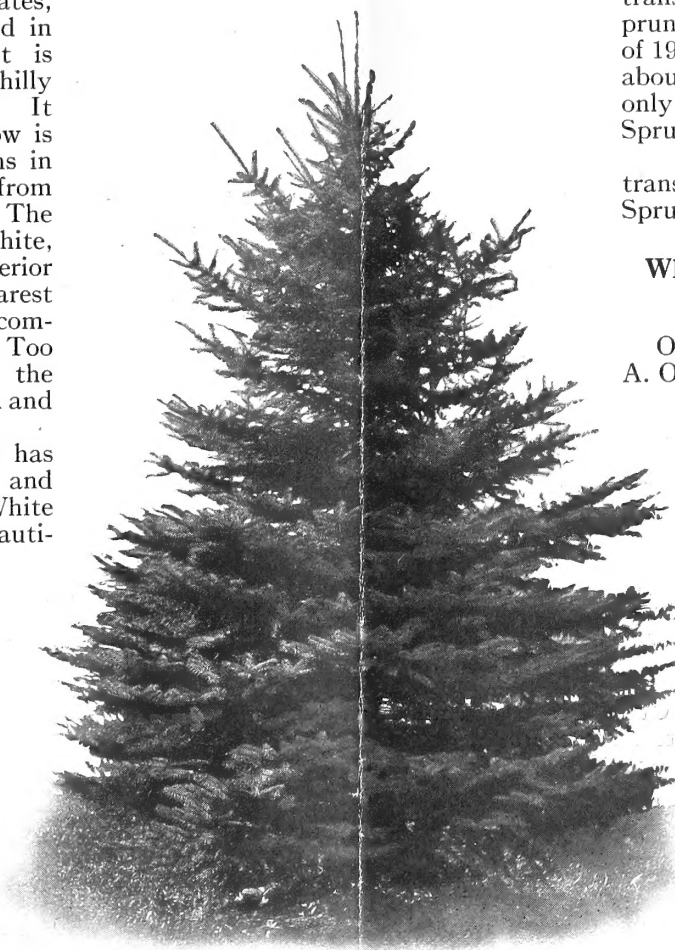
Cleghorn, Iowa.,  
October 29th, 1911.  
Mr. A. O. Gilbertson,  
Mason City, Iowa.

Dear Sir:—My White Spruce are doing fine. Only lost about three this hot, dry season. I have 295 trees out of 300. I am sending you \$33.37, last payment on the evergreens.

You have treated me like a gentleman, and I appreciate your kindness. Wishing you success, I am,  
Very respectfully, WM. N. REED.

### Only Lost Two Trees Out of Fifty Last Season

Monroe, Wis., October 1, 1911.  
The A. O. Gilbertson Co., Mason City, Iowa.  
Dear Sirs:—The fifty White Spruce that I received from you are looking very nice. They stood the dry



A Specimen of White Spruce. Notice Compactness, Perfect Cone Shape and Perfect Formation of Limbs From Ground Up

weather remarkably well, having lost only two, and we think that the location had something to do with that, as they were not included in the windbreak, one being in the shade too much and near a cesspool. I am well satisfied with the trees, and I think that in a few years I will have as nice a windbreak as one would want to see. I remain,

H. J. JOHNSON.

### Trees Surpassed My Expectations

Underwood, Ia, May 8, 1911.  
The A. O. Gilbertson Co.,  
Mason City, Iowa.

Gentlemen:—The White Spruce which I ordered of you arrived all O. K., and must say that they were a healthy looking lot, indeed.

Although in the light of former experience with the A. O. Gilbertson Co., I expected something good, these trees surpassed my expectations. Every one a good one will not be putting it too strong, and I can, and herewith do, recommend the Gilbertson Co. to anyone who is in the market for first-class evergreens.

The way you pack your trees assures their arrival at their destination in absolutely perfect condition, and if the purchaser does his duty by the trees, success will follow.

Have a heavy mulch between trees purchased of you two years ago. Would you leave that on or rake it out and cultivate?

With best wishes, I am, very truly yours,  
F. H. KLOPPING.

### They Are Dandies

The A. O. Gilbertson Co., Mason City, Iowa.

Grand Meadow, Minn.

Dear Sirs:—My 100 White Spruce are doing fine. I think a great deal of them. Everybody that sees them says they are dandies, and are surprised how they lived through the dry season we had this summer, but now the ground is plenty moist so I think they will be all right.

The crops are fine here this year; good yields, good quality. I am as ever,  
Yours respectfully,  
J. F. KRAUSE.

### Our Evergreens Grow Best. Wants More Next Spring

Lime Springs, Iowa, November 7, 1911.  
The A. O. Gilbertson Co.

Gentlemen:—Have been very busy with the corn of late, and neglected to remit on time for the balance on my White Spruce. I planted 100 evergreens from another nursery the same spring I planted yours, and



W. J. Nims' Windbreak of White Spruce

60 of them died, though I was very careful in caring for them these last two dry seasons. I want some more of yours next spring. Yours truly, R. H. HUGHES.

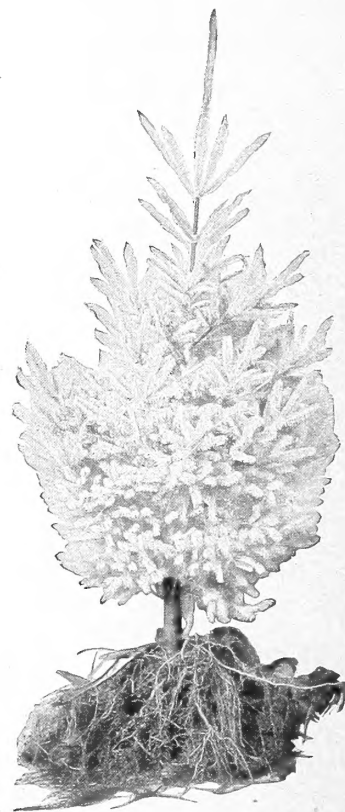
### White Spruce Grows Well In Illinois

Scales Mound, Ill., October 22, 1910.  
Mr. A. O. Gilbertson, Mason City, Iowa.

Dear Sir:—Received your letter tonight and contents noted. You said, "go out and look over those trees." If I had twenty-five cents for every time that I have looked at those evergreens this summer I would have enough to pay for them. Nevertheless, we will send check for payment November 1st. We think that every one of these trees are alive, as they look just as good as when they were planted.

They are planted one block from the edge of town, so you can just imagine how many people have been watching those trees. One man in particular. Will give you his address, so that you can send him a catalog—simply because he planted 100 trees, this spring's evergreens, and every one of them is dead. He received these from a nursery company. He told me that he wanted to buy 150 trees next spring. Well, I must close.

Yours respectfully,  
J. T. GUMMOW.



IT'S ALL IN THE ROOTS

## Another Evergreen for Your Locality—White Pine

I consider the White Pine one of the handsomest of American pines. It is a native of Northern Minnesota, Wisconsin and Michigan. It is also found growing in the northwestern part of our own state, and it is getting to be well known and is widely planted for evergreen windbreak purposes. In fact, the White Pine and White Spruce are the trees we have the biggest demand for. It is considered hardy in our own state, as well as in Minnesota and Wisconsin, and is making an excellent record wherever it is planted. Its beauty and usefulness increase with age.

It resembles the Norway Pine very much in its dark-green silky foliage, and when set out—for both windbreak and ornamental purposes—is considered one of our best evergreens.

The White Pine, when small, is very difficult for us to handle, especially the first time it is transplanted, but under our improved system of three-times transplanting and three-times root-pruning, we produce a tree that, in hardiness, is second to none excepting the White Spruce. In fact, we cannot recommend too highly the White Pine, for this tree, as a windbreak tree, is already well known.

The value of White Pine for lumbering purposes puts it in a class by itself, the price of White Pine lumber being almost prohibitive.

If we could show you over our farm here at Mason City—showing you these fine specimens of our three-times-transplanted and three-times-root-pruned White Pine—trees running from one and one-half feet to three feet above the ground—trees that we absolutely guarantee will make good when set out for windbreak purposes—I feel confident that you will be well pleased with this evergreen, and agree with me that to find a more beautiful tree is hard to do.

The White Pine, in its native region, reaches a high state of development. We have been growing them for a great number of years on our farms, and are far better impressed with them every year, and firmly believe, from the experience we have had with them, that they are one of the best evergreens for windbreak purposes you can plant. The White Pine grows more beautiful as it grows older, as we could prove to you if you should visit this section of the country and see the great number of Gilbertson's White Pine windbreaks.

This tree grows very compact, and is a very rapid growing tree. If you will carefully take into consideration all the good qualities we have mentioned about the White Pine, and read what some of our customers say who have our White Pine trees as windbreaks on their places, you will feel confident that the White Pine is the tree for you to get.

### Evergreens Speak For Themselves

Libertyville, Ill.

The A. O. Gilbertson Co., Mason City, Ia.

Dear Friends:—In reply to your letter of recent date, as to how my evergreens stood the severe drouth of the past season, I am more than pleased to inform you that I have a perfect stand of your **GUARANTEED EVERGREENS** in my windbreak row, and they are making a remarkable growth. I shall be pleased to recommend your evergreens at any time to my neighbors, and any one that is interested in a windbreak by showing them my trees, as they speak for themselves.

You can rest assured when I am in need of anything in your line I shall favor you with my order.

Yours very truly,  
PETER NELSON.

**Added More than \$1,000.00  
on Eighty Acres**

Stuart, Iowa,

March 28, 1911.

The A. O. Gilbertson Co.,

Mason City, Iowa.

Gentlemen:—The evergreens I got of you three years ago have made a wonderful growth. Though they were planted late after corn planting in a very dry season, I lost only

three out of one hundred. They are near the road in a conspicuous place, and are the wonder and subject of comment of all who knew the place before the trees were planted.

They have added more than \$1,000 to the value of that eighty acres. I am a real estate man, as well as a farmer, and know the value of a good windbreak from every standpoint.

I have purchased a new place and am in need of some trees, so send me your best proposition for a windbreak as well as prices on ornamental trees.

Very truly,  
CHAS. T. YAGER.



Specimen of White Pine, 18 feet high, giving some idea of its beauty, shape and form.



**We Are Printing Just a Part  
of This Man's Letter to Show  
You What Our Customers  
Think About Our Trees**

Hopkins, Minn.  
A. O. Gilbertson Co.,  
Mason City, Iowa.

Gents:—A nursery agent came to my place about four weeks ago. When he saw your pine trees he said he never in his life saw pine trees grow like them. Every one is growing and looking so healthy. We had a good growing season here in this part of Minnesota. It rained pretty nearly every week once; today we had a good rain that went down to the roots.

Yours truly,  
W. D. JAPS.



August Troke's, Floyd, Iowa, Windbreak of White Pine

**Some Grew Over Fourteen Inches in a Dry Season**

Wilder, Minn., Nov. 14, 1910.  
Mr. A. O. Gilbertson,  
Mason City, Iowa.

Dear Sir:—I will give you an account of the guaranteed evergreens that I received from you last spring, and 1909. The White Pine I planted last spring made a growth of five inches, and the spring was very dry when I planted them, but I cultivated them and poured water on them. I lost seven out of fifty. This is certainly a very small loss if one carefully considers the very dry summer that we have just experienced. Of the trees I planted in the spring of 1909 some made a growth of fourteen and one-half inches.

I am well pleased with the evergreens, and I wish to get some more of you next spring, as I have 200 growing and looking fine. Many of my neighbors who have seen my evergreen windbreak have made the statement that they will give Gilbertson an order for some evergreens, and others say: "I wish I had ordered my evergreens from Gilbertson," and I will say, many thanks for your kind and friendly square deal with me.

Yours sincerely,  
JOHN J. SVENSON, JR.

**Improved a Wisconsin Farm \$500**

Brillion, Wis., November 8, 1910.  
The A. O. Gilbertson Co.,  
Mason City, Iowa.

Gentlemen:—I will let you know that my neighbors like your evergreens very much. One man told me that my farm was worth \$500.00 more on account of the evergreen windbreak.

I will send you my brother's name; he said he would order some of your evergreens next spring.

Yours truly,  
A. W. FISHER.

**Trees Did Wonderfully Well**

Morrisonville, Wis., November 2, 1910.  
The A. O. Gilbertson Co., Mason City, Iowa.

Dear Sirs:—The trees I bought of you have done wonderfully well. Of the fifty White Pine trees not one died, and some grew six inches and are thrifty. Also, the 105 Norway Spruce trees are very nice. Five of them died, as we have had a very hot summer—eight weeks without rain.

I am very well pleased with the trees, and will have another order for next spring's planting.

Yours very truly, C. L. MEILKE.

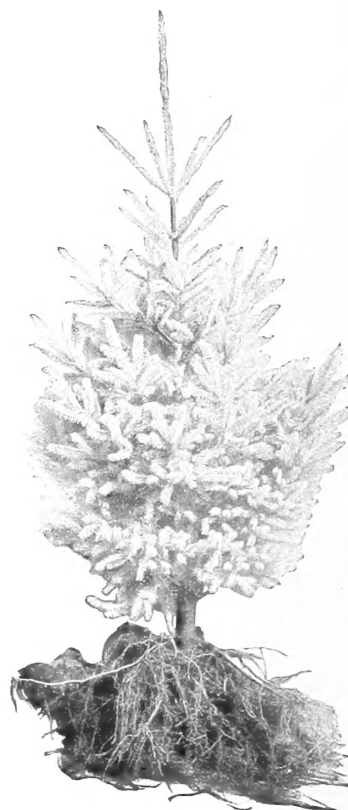
**White Pine Do Well  
In Illinois**

Lanark, Ill.,  
October 29, 1910.  
A. O. Gilbertson,  
Mason City, Iowa.

Dear Sir:—You will notice by the statement that most of my trees are apparently alive. As you sent me a few extra ones with my order, I yet have almost the full number.

I think the trees did remarkably well considering the hot, dry summer. Of course, they did not do much in the way of growth, and I did not expect much of them the first year, but I hope they will get a start next year.

Yours respectfully,  
C. B. HAMMOND.



**IT'S ALL IN THE ROOTS**

## Plant Your Evergreens This Coming Year

A great number of farmers wrote us this past season with regard to planting an evergreen windbreak on their farms. This inquiry came, however, from localities where the past season's drouth was more severe than in others, and our advice to them was to dispense planting an evergreen windbreak until another season, when the soil probably would be in a better state of condition than it was a year ago with regard to moisture, as we have been receiving an unusual amount of moisture this last fall, and therefore know that the conditions for setting out an evergreen windbreak are now better than they have been for years. Our advice to you would be to send us your order at the earliest possible date for this spring's planting, for the reason that we strictly make it a practice to fill orders in rotation as they come in, and it would be to your advantage to make up your plans for your evergreen windbreak planting at this time. This is the best possible advice that we could give to our best friend if he were a farmer.

We advised thousands of farmers in this locality to do this very thing in years gone by. In fact, we would not be in the evergreen business if we did not believe it ourselves. We defy anyone to show us a single farmer who took our advice in planting an evergreen windbreak that is not more than pleased with his success and investment. When you are deciding on planting an evergreen windbreak, be sure that you make the right selection and plant GILBERTSON'S GUARANTEED EVERGREENS.

Why? This is indeed a fair question to answer, but before answering, it will require us to ask you one question. What are you planting a windbreak for? Your answer will undoubtedly be **"Protection."** This being the case, you want the best protection you possibly can get in the shortest possible time. An evergreen windbreak will give you protection the year round. A windbreak of deciduous trees will shed their leaves in the fall—will give you but very little protection when you need it—which is in the *winter*. On the other hand, an evergreen windbreak will answer the same purpose that a grove of deciduous trees answers in the summer, and will be protection in the winter, when deciduous trees are nothing more than mere sticks standing around your farm buildings, giving but very little protection to yourselves and live-stock, if any.

### Save Three Hundred Dollars in Land Value

There are a great many reasons that we could relate to you why to plant an evergreen windbreak. One reason, perhaps, that you have not thought of—why to plant an evergreen windbreak in preference to a grove of any other kind of trees, as land values are rapidly increasing from year to year. Undoubtedly, your farm today is worth from \$75.00 to \$125.00 per acre.

Did it ever occur to you that a windbreak of one acre of GILBERTSON'S GUARANTEED EVERGREENS will give you as much protection as a four- or five-acre grove of deciduous trees will give you? Therefore, you can readily see that you are economizing space by planting an evergreen windbreak, and not only saving three or four acres of your valuable land, but the use of the same for years to come. This, indeed, probably seems a small item, but we assure you that it is an item worth looking after in the way of dollars and cents. This one argument alone should convince you that you should invest in one of GILBERTSON'S GUARANTEED EVERGREEN WINDBREAKS.

My final argument—that is strong in favor of an evergreen windbreak—is that they hold their limbs close to the ground and check the cold winds like a stone wall. Nothing could go through them. If you already have a grove of deciduous trees on your farm, we ask that you again read what we have to say about making a big profit by cutting down your old grove and planting one of GILBERTSON'S GUARANTEED EVERGREEN WINDBREAKS.

In conclusion, we wish to say that we have tried to bring up a number of points that would prove of interest to our farmer friends, and on account of the limited amount of space in this booklet, we have tried to condense matters as much as possible. You have learned that by buying one of GILBERTSON'S GUARANTEED EVERGREEN WINDBREAKS you run no risk at all, as our GUARANTEED EVERGREENS have been given a thorough try-out these many years in this great Northwest, and the testimonial letters that you have read will bear me out in the statements and arguments that I have put before you. We tried our very best to put our proposition before you in a thoroughly business-like manner, and know, when you make your final decision, that you can make no mistake in buying one of GILBERTSON'S GUARANTEED EVERGREEN WINDBREAKS. Therefore, do not delay this matter any longer, but fill out the order blank, and send it to us at once.

GILBERTSON.



Hon. R. T. St. John's (Riceville, Iowa) Windbreak of White Pine

# GILBERTSON'S

GUARANTEED

EVERGREENS

WILL  
GROW  
OR  
THEY  
WILL  
COST  
YOU  
NOTHING

